

SLI Project Highlight

THE CHARM OF LAS COLINAS DAVAO



Architect's perspective of Las Colinas' pavilion and lighthouse



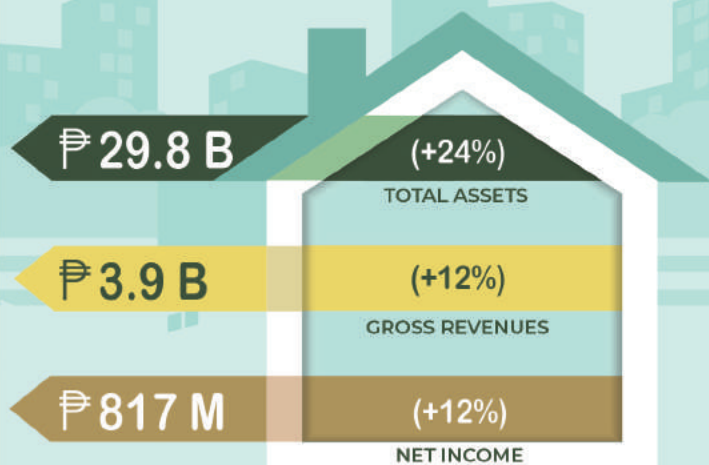
It's always the happy, unforgettable experiences that spell the difference. Such memories often define one's perception and recollection of a place, and hence, it would be necessary for any property developer to ensure that all the necessary elements are in place to create those truly magical moments.

And this is what the company behind Las Colinas Verdes in Eden, Davao promises to provide Davaoneos and future residents of the said development.

Through Las Colinas, renowned property developer Sta. Lucia Land Inc. aims to deliver a community where homeowners can celebrate milestones and create special memories with friends and families. Located just off the Bayabas-Eden Road in Toril, Davao City, this upcoming community is perfect for individuals in search of a tranquil sanctuary or just looking for a second home just outside the city. With the property's scenic mountain views, cooler climate and fresh air, future residents are guaranteed to enjoy a rejuvenating and calming ambience, that will allow them to enjoy with ease some quality time with their loved ones.

To give future residents a preview of the kind of lifestyle that can be had at Las Colinas, Sta. Lucia is hosting a Family Fun Fair event on May 19 to officially launch to the market this latest development in Davao. Meanwhile, a special treat also awaits those who will buy lots during the event as they can get an exclusive invite to the Las Colinas Investors' Gala on May 19 at the Marco Polo Grand Ballroom, where they will get a chance to meet versatile actress and Sta. Lucia brand ambassador Bea Alonzo. **Sta. Lucia** expects Las Colinas to be completed by 2022.

SLI RECORD HIGH



Year 2017 Performance Highlights

Sta. Lucia Land Inc.'s (SLI) net income increased YOY (year-on-year) by 12% from PHP 730 million to PHP 818 million while our gross revenues increased also by 12% from PHP 3.2 billion to a record PHP 3.7 billion. The 12% growth of our real estate revenues contributed to this increase, from PHP 1.9 Billion in 2016 to PHP 2.1 Billion in 2017. While our total assets increased by 24%, from PHP 24.1 Billion to PHP 29.8 Billion.

Following our successful PHP 3.1 billion corporate note offering last April 2017, we have continued to expand in key cities and provinces all over the nation. This is attributed to the vision of our leaders, the commitment of our management, support of our marketing arms & partners and the dedication of our people.

Sta. Lucia Raises P5B from corporate notes



(From left to right - Mischaal Toribio - DBP AVP, Lilia Baun - DBP SVP, John Macapagal - ChinaBank VP, Mr. Vic Martinez - ChinaBank FVP, David Dela Cruz - SLI EVP/CFO, Vicente Santos - SLI Chairman, Exequiel Robles - SLI President, Ryan Martin Tapia - CBC President, Virgilio Chua - CBC Managing Director, Jose Mari C. Carlos - Maybank Phils AVP, Manuel G. Bosano III - Maybank Phils SVP and Carina Yandoc - ChinaBank Savings VP)

PROPERTY developer Sta. Lucia Land, Inc. was able to raise P5 billion from various banks through the issuance of corporate notes facility which it will use to repay debts and fund development costs, the company told the Philippine Stock Exchange on Tuesday.

China Bank Capital Corp. was tapped as the sole arranger and bookrunner while the Development Bank of the Philippines (DBP) will serve as the co-manager.

China Bank Savings Inc., China Banking Corp., the DBP, and Maybank Philippines Inc. are the notes holders.

In January, the SLI announced plans to avail of a seven-year corporate notes facility with financial institutions for an aggregate amount of P3 billion and an overallotment option of up to P2 billion.

The company said it also secured the board's go-signal to enter into joint ventures for the development of projects in various locations, including Baguio City, Bulacan, Cavite, Rizal, Batangas, Palawan, Negros Occidental, and Quezon City. The projects for development have an aggregate size of over 1.43 million square meters (sqm).

SLI is also set to acquire parcels of land totaling 1.01 million sqm in size which are located in Dagupan City, Cavite, Laguna, Batangas, Rizal, Iloilo, Davao, and General Santos City.

Sta. Lucia is a listed real-estate developer with projects located in 200 areas across the country. Its developments include subdivisions, condominiums, and malls, among other projects.

PRESIDENT'S REPORT SLI Year 2017 Performance

Annual Stockholders Meeting June 21, 2018



Good Morning.

2017 was a milestone year for Sta. Lucia Land Inc. as we celebrated our 10th year as a publicly listed company in the Philippine Stock Exchange.

It was also a record breaking year in terms of our financial performance as we registered an all time high of P 3.7 Billion in gross revenues resulting in a net income of P 818 Million, a 12% increase compared to that of 2016. We have managed our balance sheet well, as total assets increased by 24%, from P 24.1 Billion to P 29.8 Billion.

As we celebrate our tenth year as a publicly listed company, we are ever mindful of the opportunities presented in our industry and in our economy as well. We are very excited with the Governments' PHP 1.8 trillion Build-Build-Build infrastructure initiative as this will interconnect the entire country and therefore is aligned to our vision of developing quality real estate projects all over the Philippines. This master plan will increase the GDPs in areas outside Metro Manila who currently accounts for over 36% of the nation's GDP. 75% of the cost will be allocated towards boosting economic activities in areas such as Pampanga, Cavite, Laguna in Luzon, Cebu, Iloilo and Negros in the Visayas and Davao in Mindanao - areas where the Sta Lucia group has a strong presence.

As a nationwide builder of master planned communities in the countryside, we are NOT ONLY mindful on the potential impact of this infrastructure initiative on our current portfolio but will be ready to take on more projects that would enhance the development of our provinces and our countryside by continuing to extend our legacy.

As such, we have complemented our existing asset base by aggressively increasing our strategic landbank through the acquisition and entering into joint venture agreements in the following areas:

- Marikina
- Cavite
- Laguna
- Batangas
- Rizal
- Baler Aurora, Quezon
- Palawan
- Iloilo
- Cebu
- Davao
- Quezon City
- Silay City, Bacolod

Recurring revenue is also a sub-sector where we have set as another growth driver. Our new Sta. Lucia Business Center has begun construction and is our official entry into the office market. It will also connect to the ongoing LRT 2 and shall provide commuters in the area a convenient access to our commercial assets.

Once again we would like to thank our Board and our management team who are committed to provide quality real estate developments to our clients and to our stakeholders. *Thank you.*

Seals of Excellence

Sta. Lucia Land Inc. is in the Circle of Excellence in 3 categories of Asia CEO Awards 2017



October 16, 2017

STA. Lucia Land Inc. (SLI) has been announced in the circle of excellence in the 2017 Asia CEO Awards, one of the biggest of its kind in the Asia-Pacific.

SLI has been selected in three categories, namely, Executive Leadership Team of the Year 2017, Heart for OFWs Company of the Year 2017 and Global Filipino Executive of the Year 2017.

SLI is the only property development company competing as a finalist in these categories this year and one of the few organizations nominated as a finalist in three or more categories.



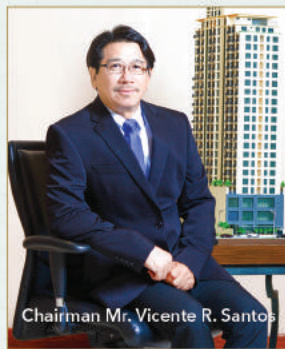
Exequiel Robles
MR. EXEQUIEL D. ROBLES
President

New Project Launch

Sta. Lucia holds groundbreaking for Silay City residential project (La Alegria)

THE **Sta. Lucia Group** held the groundbreaking for the P500-million La Alegria Residential Estates development in Barangay Rizal, Silay City Friday. It is the developer's second subdivision project in Negros Occidental after the Manville Royale in Bacolod City. The development, which will feature a man-made lake, is expected to be completed for at least a year and a half. Eduardo Tirona, president of Orchard Property Marketing Corp. (OMPC), one of the marketing arms of Sta. Lucia, said they are very positive of their new project in Negros Occidental following the success of Manville Royale. Tirona said the latest property was formerly owned by Claudio Lopez Inc. He said the site is very near the Bacolod-Silay Airport as well as the soon-to-be completed Magic Island Theme Park, which is just seven kilometers from La Alegria. Tirona also noted the very dynamic and very aggressive nature of development in Silay. Mayor Mark Golez, meanwhile, said La Alegria represents a new inspiration for all Silaynons. Golez added that he is more optimistic with the city's future in partnership with Sta. Lucia, and such a modern estate is a laudable project that other companies should emulate.

Moreover, Tirona said the new site is targeted for Overseas Filipino Workers (OFWs), and the middle and lower-middle class families or individuals. "If they buy and stay here, they will feel more at ease even with their hardships abroad because the property pricing here is cheap," he said. Tirona also said that La Alegria is very different from other subdivisions since aside from the lake in which local residents can also use for water-related sports and fishing, they will also get to enjoy the majestic view of the mountains of northern Negros. "The lake is over five hectares in diameter and the whole property is 70-hectares all in all," he said.



Chairman Mr. Vicente R. Santos

Corporate Social Responsibility (CSR) Program of the Company

The Launch of the Sta. Lucia Foundation



BUILDING DREAMS

Sta. Lucia Group of Companies, through its numerous developments located all over the country, has allowed many Filipinos and their families to realize a lifelong dream of owning high-quality, world-class home developments, without having to pay a huge price. Over the years, it has served the needs of many overseas Filipino workers to provide a decent shelter for their families back home. Understanding the needs of many Filipinos and driven by a strong passion and desire to be an enabler of change, Sta. Lucia has created comfortable homes and safe communities and has put in place programs and activities that help improve their lives and the lives of the people in the neighbouring communities, especially the marginalized.

HISTORY

For the past 45 years, the Sta. Lucia Group conducts a number of activities that help improve the lives of many Filipinos, such as the regular feeding programs and gift-giving activities for the underprivileged. In 2016, Sta. Lucia donated classrooms in the Province of Iloilo. This is in line with its goal to provide opportunities for quality education for all.

In November 2016, Sta. Lucia Land's officers, headed by its Director and Treasurer Mariza S. Tan, had an outreach program at the Manila Boys Town. The sales team with the theme, "United for the love that grows only by sharing," treated the tenants of Boystown to a day filled with fun, love and care. During the activity, the boys enjoyed overflowing food, fun, games and prizes.

Just recently, in December 2017, Sta. Lucia Land co-presented an event dubbed as "Kids' Fun Day," (KFD) in Brgy. Bagumbayan, Quezon City. It was fun-filled day of non-stop entertainment and performances by in-house talents of KFD-partner Production Houses and Talent Management, exciting games, gifts and food. The kids also gleefully participated in the exhibition/min-volleyball clinic organized by the Sta. Lucia Lady Realtors. They gave the children gifts of happiness, hope and inspiration.

"We aspire to motivate them to dream and work for their dreams; to study well and generally, be good people. We also hope to promote the 'Blessed to Bless' culture among us and encourage others to care and share," added KFD Project Director Crystal I. Prado, who also serves as Sta. Lucia Land, Inc.'s VP for Legal Affairs.

"Building Dreams" is not just a brand but a mission that Sta. Lucia President Exequiel Robles started, as he ably led the company to help fulfill the Filipino dream, one community at a time.

PAST PROGRAMS

The Sta Lucia Group has established, and below the radar maintained, a number of corporate social responsibility (CSR) programs that have addressed specific needs of the various sectors of our society. In particular, our CSR programs have focused on 3 key sectors: The Family, Environment, and Youth and Sports Development.

FAMILY

The Sta Lucia Group, for 10 years, has consistently sponsored the Kiwanis' annual Christmas parties for underprivileged kids, helping provide food, gifts, games, and free movie showing treats in Sta Lucia Mall. Sta Lucia Mall has also opened the Caritas Charity Store, which sells donated goods, the entire proceeds of which go to Caritas Manila. In 2009, at the height of Typhoon Ondoy's devastation, Sta Lucia Mall became a safe haven for affected families in its immediate vicinity. The stores were opened the day after the storm passed, to serve those who took shelter in the mall. And even in other areas, like Davao and Iloilo in 2012 (Typhoon Pablo), where the strongest tropical cyclones pass and leave destruction in their wake, the Sta Lucia Group has extended its helping arms. Sta Lucia has also conducted regular activities designed to improve the quality of life. These include annual earthquake drills, 100 free eye operations under the Sta Lucia Healthcare program, Grandparents' Day in malls, and Christmas decor recycling.

ENVIRONMENT

Palo Alto, a subdivision project located in Rizal has dedicated 78 hectares as a forest reserve.

YOUTH AND SPORTS DEVELOPMENT

The Sta. Lucia Group has sponsored a basketball team to provide employment to qualified players under the Pilipinas Commercial Basketball League (PCBL) and recently sponsored the Sta. Lucia Lady Realtors in the Philippine Super Liga (PSL)

STA. LUCIA FOUNDATION, INC. (SLFI)

Sta. Lucia Foundation, Inc., guided by its mission, "Building Dreams," will institutionalize and continue the company's programs and commitment to participate in government and nongovernment efforts to improve the quality of life of Filipinos, with long-term and sustainable programs focus on Family, Environment and Youth & Sports Development. It will likewise encourage and develop a culture of sharing and volunteerism among its associates, partners and affiliates.

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Our People

SLI Pioneers – 10 years with the company



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MARK DAVIES SANTOS
SVP Finance



KRSITINE MAY ROBLES-ORDIZ
VP Treasury



VINCENT JOSE SANTOS
VP Purchasing



EMERITA JINGLE PUNZALAN
Executive Assistant



MR. SANTIAGO CUA
Sta. Lucia Land, Inc.'s director

We are deeply saddened to report that Mr. Santiago Cua, a director of Sta. Lucia Land, Inc. ("SLI") and Chairman Emeritus of Philippine Racing Club Inc. passed away on 01 June 2018. We honor and thank him for his years of service and contribution to the Sta. Lucia family. SLI bereaves with the family of Mr. Cua.

Welcome to the Team!

Let us welcome them to our team and give them our full support.

By Maria Teresita Olaguer - VP HR

March 2018



ACE FRANZIZ CUNTAPAY, a CPA joined the team of the Internal Audit Department as Internal Auditor. Prior to joining us, he spent 2 years with SGV & Co. as Associate 3 External Auditor. He is a graduate of University of Saint Louis with a degree in Bachelor of Science and Accountancy



ADRIAN VINCENZ ANGELES, joined the team of Accounting Department as Accounting Staff. Prior to joining us, he spent 3 years with Bountry Agro Ventures Inc. as a Finance Assistant. He is a graduate of Phil. School of Business Administration with a degree in Bachelor of Science in Accountancy.



JOHN RUZZEL PILAR, joined the team of Management Information System as MIS Assistant. He is a fresh graduate of University of Rizal System with a degree of Bachelor of Science and Information Technology.

April 2018



MARGARIT FLORENCIO, joined the team of Collections Department as Documentation Assistant. Prior to joining us, she spent 2 years with their family owned business as Retail Assistant. She is a graduate of Roosevelt College Marikina with a degree in Business Administration major in Operations Management.



LESLIE GARCIA, joined the team of Accounting Department as Accounting Staff. Prior to joining us, he spent 3 years with Bountry Agro Ventures Inc. as a Finance Assistant. He is a graduate of Phil. School of Business Administration with a degree in Bachelor of Science in Accountancy.

May 2018



DANICA SIMBULAN, joined the team of Collections Department as Administrative Assistant. Prior to joining us, she spent more than 1 year with Shopping Center Management Corp. (SM) as Accounting Assistant. She is a graduate of ICCT Colleges Foundation Inc. with a degree in Bachelor of Science and Accounting Technology.



ANNA MARIE PEREZ, joined the team of Treasury Department as Treasury Assistant. She is a fresh graduate of Philippine School of Business Administration with a degree of Bachelor of Science in Financial Management.



JULIE ANN ORMEO, joined the team of Collections Department (Bacolod) as Collections Assistant. She is graduate of Fellowship Baptist College with a degree of BSBA major in Financial Management.



ROSHERINE BAUTISTA, joined the team of Accounting Department as Accounting Staff. Prior to joining us, she spent more than 1 year with Psalmstre as Accounting Assistant. She is a graduate of National College of Business and Arts with a degree in Bachelor of Science in Accountancy.



Sta. Lucia in Sports

The Story of Sta. Lucia Lady Realtors



“Creating a Vision for the future” has always been the foray of Sta. Lucia. Since the beginning, Sta. Lucia has always been a supporter of sports development as it teaches discipline and hard work. All these values incorporated in the DNA of the company. For more than three decades, Sta. Lucia has also provided support to various Filipino sports and sports leagues. It was part of the PBA D-League’s predecessor, the Philippine Basketball League, from 1987 to 1992. Sta. Lucia also had a team in the Philippine Basketball Association from 1993 to 2010 that won two championship titles.

Formation

Early year 2017, Mr. Exequiel Robles - President of Sta. Lucia Land Inc., Mr. Philip Ella Juico - Philippine SuperLiga (PSL) Chairman met and reminisced on the support of Sta. Lucia in sports. This meeting of these long time patrons and supporters of Philippine sports started the formation of the Sta. Lucia Lady Realtors in volleyball. Sta. Lucia Land Inc. then put its name in the Philippine volleyball map with its debut in the Philippine Super Liga, the semi-pro league for the second biggest televised sport spectacle in the country.

“We are supporting Filipino volleyball talents and we want to be part of the development of volleyball in the Philippines,” said Sta. Lucia Lady Realtors’ co-team manager Michelle de Castro at the opening ceremony. “With its growing popularity, the creation of a professional volleyball league is just around the corner and we’d like to be there when it happens.”

Shaky Start

With little preparation but with big hearts, the Sta. Lucia Lady Realtors started the PSL invitational facing stronger teams with more experience and more resources finishing 6th place and dead last with no wins.

Challenges and Growth Pains

As the Lady Realtors prepared & practiced, the results had shortcomings for the start of year 2017 as the team landed at 4th place in the Beach Challenge Cup and the 6th place during the PSL All-Filipino. During the

Grand Prix, the team upped its chances by hiring Canadian national players Marissa Fields and Kristen Moncks and hard hitting Ukrainian Bohdana Anisova to increase the level of play ending at 6th place.

Milestones and Success

Year 2018 was a reset button for the team with the hiring of new head coach George Pascua and his coaching staff. The team started improving one step at a time with a 5th place finish in the 2018 PSL Grand Prix with close games in the knock-out matches which could have gone either way almost sending the team to the semi-finals and notably beating the undefeated Petron with a 3-0 win. As for the 2018 Beach Volleyball Challenge Cup last May 27 2018, the tandem of Jackielyn Eustaquia and Dhannylaine Demontano battled through heat and exhaustion but unfortunately lost to the defending champions Petron XCS.

Future

The future is bright for Sta. Lucia Lady Realtors as the team has been through thick and thin. The leadership of the Head Coach George Pascua, Coach Santi Edralin, Eddison Orcullo, Mike Santos, Dario De Rosas has paved the way for creating the best chance for the team to reach its goal of a championship. We acknowledge the pioneer players who were with us during the start of this epic journey: Mar-Jana Philips, Rebecca Rivera, Jonah Sabate and team captain Pamela Tricia Lastimosa and welcome the additions in the team: Michelle Laborte, Rica Jane Rivera, Rubie De Leon, Souzan Raslan, Jhoana Maraguinot, Toni Rose Basas, Jeanette Villareal, Carly Hernandez, Roselle Baliton and Mary Grace Berte. Finally to the support and commitment of management - Team Owners: SLI President Mr. Exequiel Robles and SLI Chairman Mr. Vicente Santos, Team Managers - Ms. Rose Santos, Mr. Michael Robles and Ms. Michelle Robles-De Castro, Team Doctors - Dr. Warren Sarmiento, Patrick Ongante, the hardworking staff: Rizal Quibule, Abby Mortiz and the undying support of the Sta. Lucia Land employees.

The road to a championship title is a winding one, but with passion, commitment and dedication, the goal is inevitable. We may start unknown but we will finish unforgettable.



Sta. Lucia Realtors provide holiday cheer to kids



What started out as a simple wish to share one's blessings with others, became a full-fledged event through the 4th Kids' Fun Day presented by Servants of God Catholic Community Inc. in December last year at Brgy. Bagumbayan, Quezon City.

Bringing in a little holiday cheer, Firestarters Productions brought its in-house talents, balladeer RJ Agustin, the talented Nisha Bedana of The Voice Teens, and media personalities, Nicki B and Jade Lopez to meet with the kids, play games and give away food for the 4th Kids' Fun Day.

The 4th Kids' Fun Day event brought in the holiday spirit to both the children and children at heart by organizing entertainment and games, and providing giveaways and free food made possible through the generosity of Co-Presentors Sta. Lucia Land Inc., Star Builder Talent Management and other event sponsors and supporters.

The kids gleefully participated in the exhibition/mini volleyball clinic organized by the Sta. Lucia Lady Realtors.

The team showed up in full force led by team manager Rose Santos, team captain Pam Lastimosa, imports Marisa Field, Kristen Moncks and Dana Anisova, Fil-Ams MJ Phillips and Rebecca Rivera and their local counterparts. They were beaming with excitement as they mingled and played with the kids. Staying true to its brand of "Building Dreams," the Sta. Lucia Lady Realtors gave the children gifts of happiness, hope and inspiration.

"We believe that feeding the children and letting them be the children that they are, through this fun event, will make them physically healthy and mentally and spiritually strong, as well, knowing that there are people who care about them," said chairman Rocky Chan. "We aspire to motivate them to dream and work for their dreams; to study well and generally, be good people. We also hope to promote the "Blessed to Bless" culture among us and encourage others to care and share," added KFD project director Crystal I. Prado, who also serves as Sta. Lucia Land Inc.'s VP for legal affairs.

The first run started in January 2016 in a randomly chosen barangay in Mandaluyong City, shortly followed in March and May 2016 in Quezon City.

Senior citizens were also invited, as part of the launch of a collaborative project with Coca-Cola's gift-giving event.



Brand Ambassador

April 27, 2018

Contract Signing with **Bea Alonzo** to continue to be the Sta. Lucia Brand Ambassador. Glad to have you back as our Brand Ambassador!

#BeaAlonzoforStaLuciaLand

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CONGRATULATIONS!

Sta. Lucia Mall for celebrating its 27th year. Come and visit us at Sta. Lucia Mall, Marcos Highway corner Felix Avenue, Cainta, Rizal

Or visit us online via Facebook:
<https://www.facebook.com/staluciamall>



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